



2019 Medicare Advantage Benefits Preview

August 2018 | Molina Medicare Sales



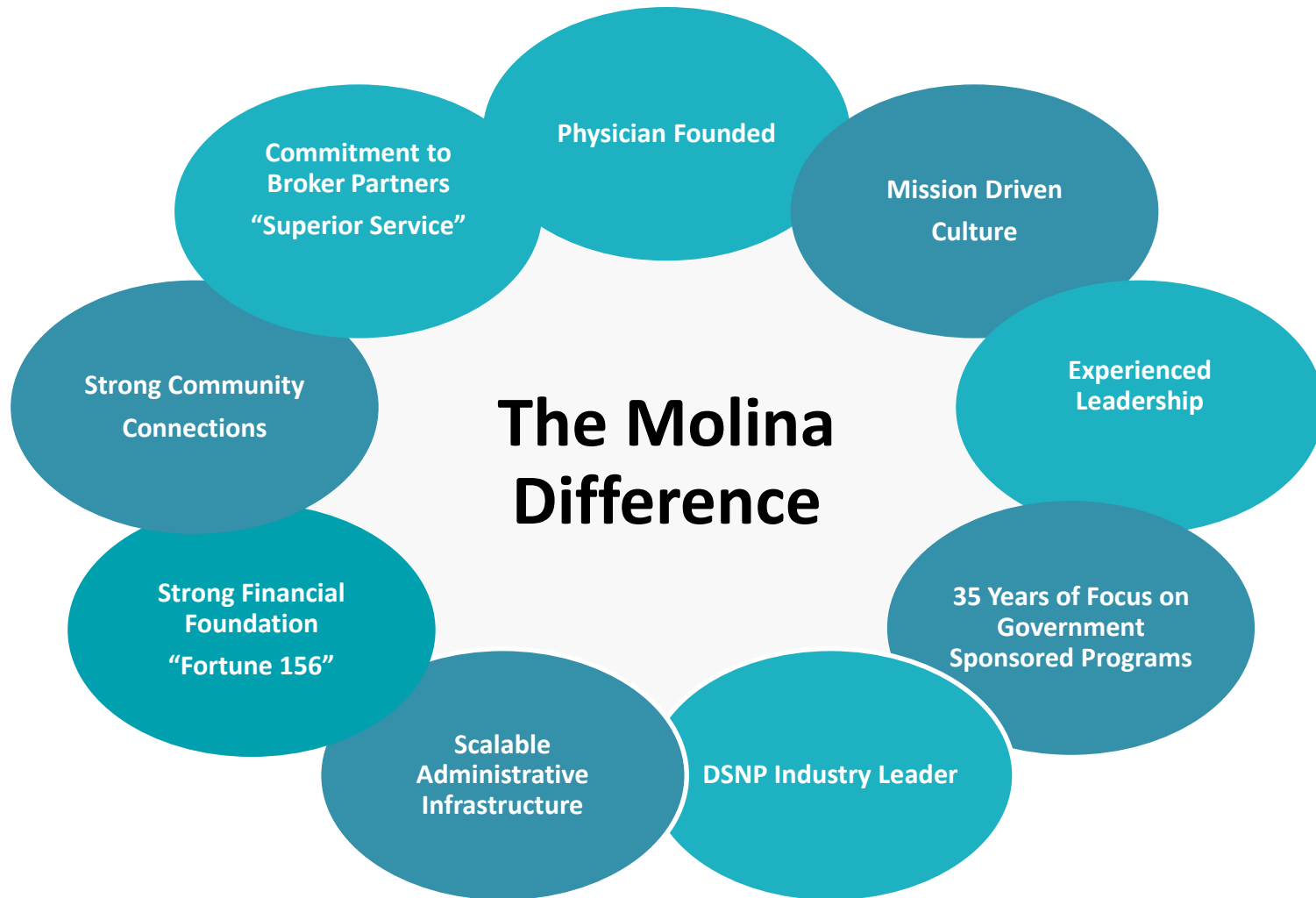
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Our Mission

To provide quality health care to people receiving government assistance



What Makes Molina Unique



Why choose Molina?

**Dedicated team of
Broker Channel
Managers to Support
Agents in the market**

**Expertise in
supporting the
special needs
population**

**Deep Commitment to
the community**

**Top 10 D-SNP in
Molina Markets**

**Enhanced and
Improved our
Supplemental
Benefits**

**Increased presence
and Participation
with Local Health
Plan**

How does Molina spell Broker Support....BSU!

The Broker Support Unit (BSU) is just a phone call away. The BSU can provide the broker with a host of services such as:

Support Provided:

- x Prospect eligibility verification – Medicare-Medicaid
- x LIS Level
- x Provider Network verification
- x Benefit Questions
- x Enrollment Questions
- x Member Issues
- x Plan Marketing Materials

System Help:

- x Callidus Workflow
- x ICM Portal
- x DRX (Electronic Enrollments)



Molina Medicare Broker Support Hours of Operation

Monday-Friday 7:00AM - 6:00PM (Mountain Time)

Phone# 866-440-9788

Fax Lines:

Fax# 844-541-6848 (Paper enrollment applications)

Fax#866-891-2422

(Contracting/Material orders)

Email:

broker@MolinaHealthcare.com (General mailbox)

MCREnrollment@MolinaHealthCare.com (Enrollment Inquiry)

MCRMarketingEvents@MolinaHealthCare.com (Marketing Events) MCRCommissionInquiry@MolinaHealthCare.com (Commission Questions)

MCRBrokerContracting@MolinaHealthCare.com (Contracting Submission)

We are in the right markets for sustainable growth

Already in 6 of top 10 Medicare states in the U.S.

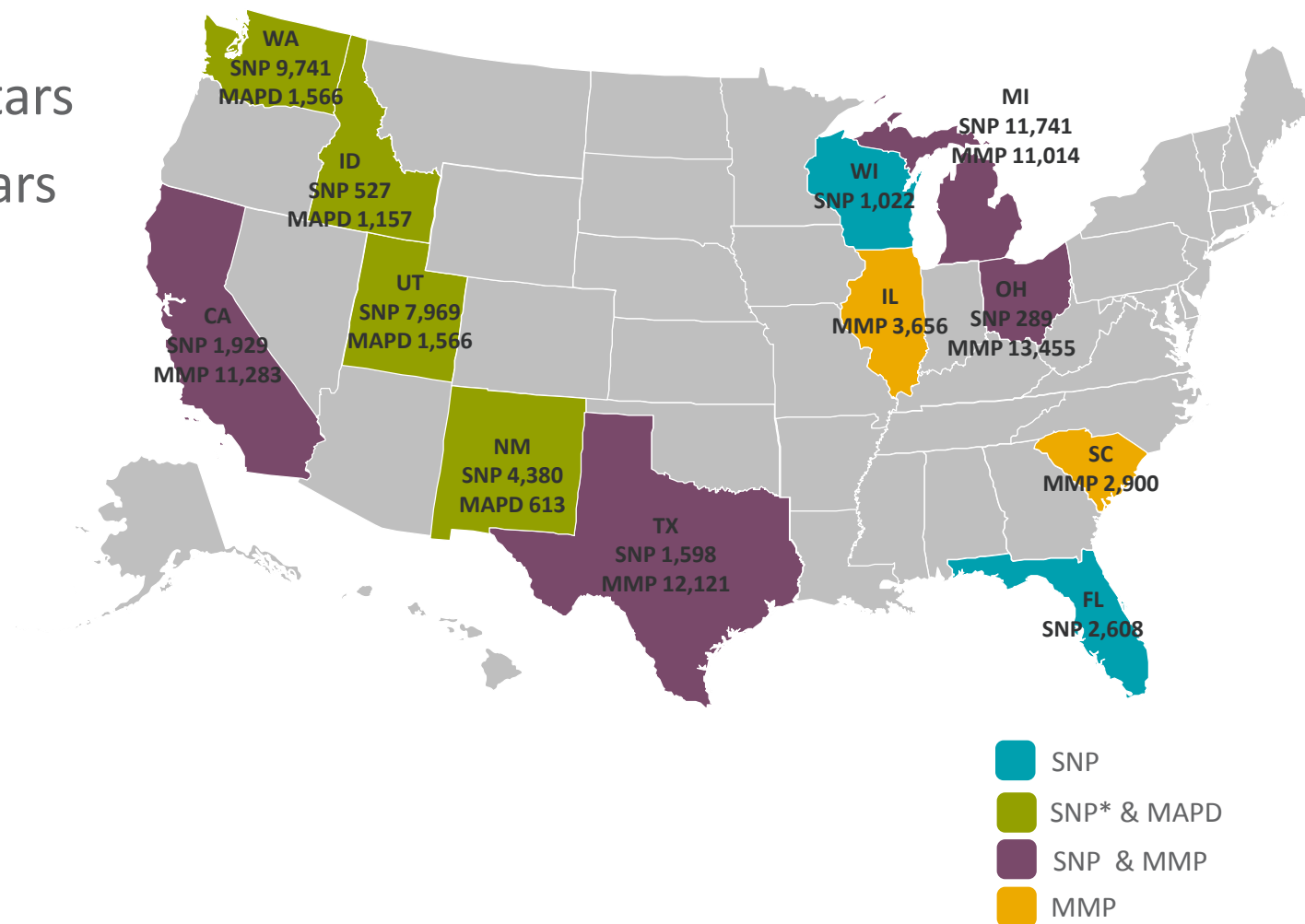
- **2018 Overall Star Ratings**

- WI & UT 3.5 Stars
- All others 3 Stars

- **Top 4 States by Membership**

- Michigan
- Ohio
- Texas
- California

2018 Medicare Footprint



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2019 D-SNP & MAPD Footprint

California <ul style="list-style-type: none"> D-SNP H5810-001 <i>Counties: Imperial, Los Angeles, Riverside (partial), San Bernardino (partial), and San Diego</i>	Florida <ul style="list-style-type: none"> D-SNP H8130-001 <i>Counties: Broward, Hillsborough, Miami-Dade, Palm Beach, Pinellas, and Polk</i>
Idaho <ul style="list-style-type: none"> FIDE SNP H5628-008 <i>Counties: Ada, Bannock, Bingham, Bonner, Bonneville, Canyon, Kootenai, Nez Perce, and Twin Falls</i> <ul style="list-style-type: none"> MAPD H5628-009 <i>Counties: Ada, Canyon</i> <ul style="list-style-type: none"> MAPD H5628-010 <i>Counties: Twin Falls*</i> <ul style="list-style-type: none"> Exiting Kootenai County in 2019 	Michigan <ul style="list-style-type: none"> D-SNP H5926-001 <i>Counties: Genesee, Kent, Lapeer, Macomb, Montcalm, Oakland, Saginaw, and Wayne</i>
Utah <ul style="list-style-type: none"> D-SNP H5628-001 <i>Counties: Box Elder, Cache, Davis, Iron, Salt Lake, Tooele, Utah, Washington and Weber</i> <ul style="list-style-type: none"> D-SNP HA H5628-006 <i>Counties: Davis, Salt Lake, Utah and Weber</i> <ul style="list-style-type: none"> MAPD HA H5628-007 <i>Counties: Davis, Salt Lake, Utah, Weber*</i> <ul style="list-style-type: none"> * Expanding to Summit & Tooele County in 2019 	Texas <ul style="list-style-type: none"> D-SNP H7678-001 <i>Counties: Bexar, Collin, Dallas, El Paso, Harris, and Hidalgo</i>
	New Mexico <ul style="list-style-type: none"> D-SNP H9082 <i>Counties: Bernalillo, Chaves, Dona Ana, Luna, McKinley, Otero, Sandoval, San Juan, Santa Fe, Sierra, Torrance and Valencia</i> <ul style="list-style-type: none"> * Non-renewal MAPD plan in 2019
Washington <ul style="list-style-type: none"> D-SNP H5823-006 <i>Counties: King, Pierce, Skagit, Snohomish, Spokane, Stevens, Whatcom, and Whitman</i> <ul style="list-style-type: none"> Non-renewal MAPD plan in 2019 in Pierce Consolidating D-SNP 007 with 006 	Wisconsin <ul style="list-style-type: none"> D-SNP H2879-001 <i>Counties: Milwaukee, Racine, and Waukesha</i>

California

Medicare Advantage 2019 Service Area



State Landscape

Estimated Dual Eligibles (Imperial – 13,533)

MA Penetration - 20.9%

Molina Market Share – 3.22%

● DSNP Current Footprint

California 2019 Benefits

Molina Medicare Options Plus (HMO D-SNP) H5810-001

Services Areas: Imperial, Los Angeles, Riverside (partial), San Bernardino (partial), San Diego

\$0 Cost-Share D-SNP

Dental: \$10 office visit

Preventive: exams, cleanings, x-ray and fluoride

Comprehensive up to \$500 every year: deep cleanings, restorative, extractions

Dentures: \$0 for up to \$500 coverage 3 every years

Eye Exam & \$350 Eyewear allowance every 2 years

Hearing Exam & \$600 for Hearing aids every 2 years

12 one-way rides

12 Podiatry visits per year, Nutrition Counseling, Meals, Worldwide Emergency, Nursing hotline

California - Network

DSNP

- Imperial Valley Family Medical Group
- Pioneers Memorial Hospital
- El Centro Regional Medical
- Easy Care IPA – online w/ Dr. Voe effective 9/1/2018



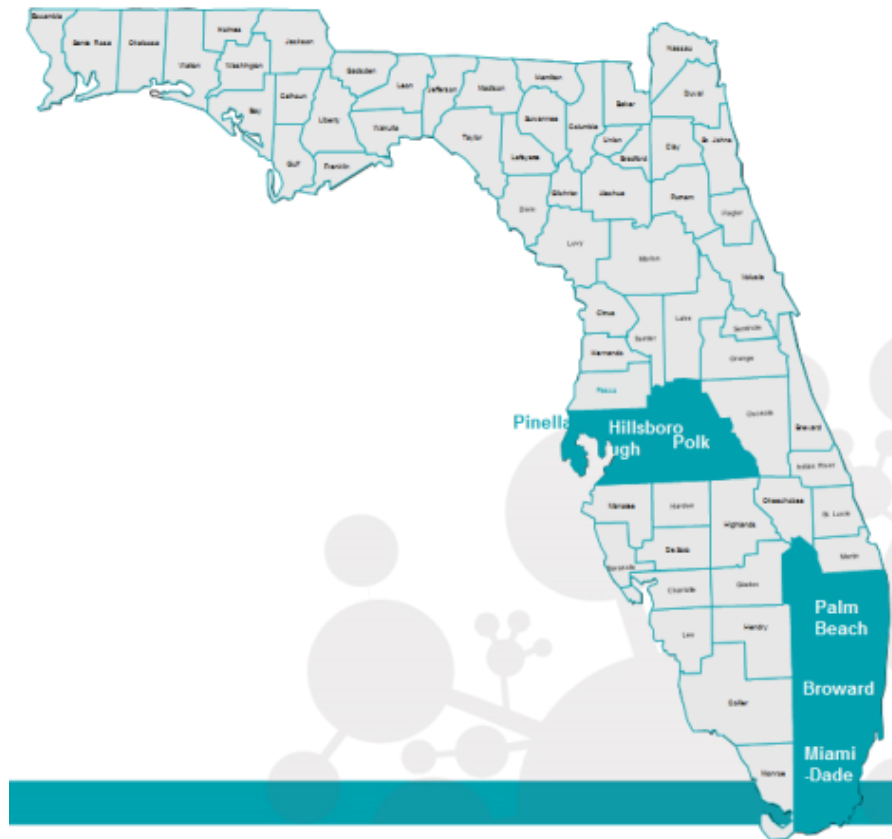
California – Market Highlights



- Strong Multicultural Opportunities - Hispanic and Asian Population
- Imperial is a Tight Knit Community – You will see much better success with a local agent
- Grass root marketing is key – Community events are important to gain the trust of the various organizations
- Molina has a strong presence in the community – willing to assist agents
- Limited Competition in Imperial - Main competitor is Brand New Day in Imperial County

Florida

Medicare Advantage 2019 Service Area



State Landscape

Estimated Dual Eligibles – 374,194

MA Penetration 37.7%

Molina Market Share – 1.47%

● DSNP Current Footprint

Florida 2019 Benefits

Molina Medicare Options Plus (HMO D-SNP) H8130-001

Service Areas: Broward, Hillsborough, Miami-Dade, Palm Beach, Pinellas, Polk

- ✓ Accepts all Dual eligibles
- ✓ \$0 for Tiers 1 & 2
- ✓ OTC **\$167**/quarter with carry over
- ✓ Dental: \$1250 maximum every year
- ✓ Preventive: exams, cleanings, x-ray and fluoride
- ✓ Comprehensive: deep cleanings, restorative, extractions, endodontics, crowns, root canals
- ✓ Dentures: \$0 for up to \$500 coverage every year
- ✓ Eye Exam
- ✓ \$325 Eyewear allowance every 2 years
- ✓ Hearing Exam
- ✓ \$1200 Hearing aid allowance every 3 years
- ✓ 48 one-way rides
- ✓ Fitness Coach, PERS, Podiatry, Chiropractic Services, Nutrition Counseling, Meals, Worldwide Emergency, Nursing hotline, Health education

Florida - Network

North Florida - (Pinellas, Hillsborough & Polk Counties)

- Baycare,
- Florida Hospital
- Tampa General
- Tampa Family Health Centers
- Suncoast Community Health Centers
- Community Health Centers Pinellas
- Professional Healthcare of Pinellas
- Central Florida Healthcare



South Florida - (Miami-Dade, Broward & Palm Beach Counties)

- Tenant
- University of Miami
- Baycare-South Florida Baptist
- Mount Saini
- Jackson Memorial
- University of Miami (Dade and Palm Beach)
- Bascom Palmer
- Sylvester Cancer Center
- JFK Medical Center
- Majesty Medical Associates
- Doctors Choice
- American Care
- Medical Center BPB
- St Mary's Medical Center
- Jerome Golden Behavioral Center
- Community Care Centers
- CHI Community Health Clinic

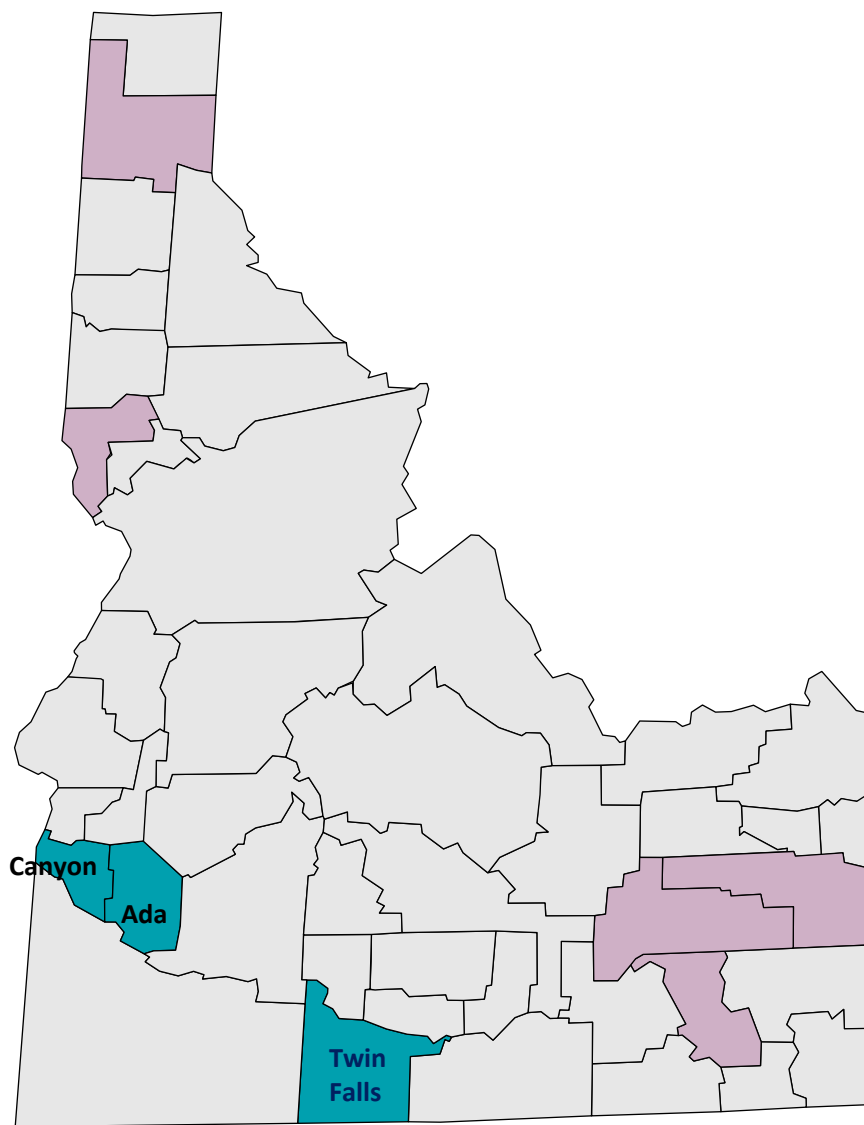
Florida – Market Highlights



- 6 County DSNP Footprint has 374,194 eligible with 37.7% penetration
- Champion Key Brokers who are strongly aligned with providers that will increase market share
- Main competitors are Humana, UHC, Anthem, Aetna and WellCare

Idaho

Medicare Advantage 2019 Service Area



State Landscape

MA Eligibles - 121,562

MA Penetration – 39.0%

Molina Market Share – 1.66%

- DSNP Current Footprint
- MAPD Current Footprint

* Exiting Kootenai County for
MAPD in 2019

Idaho 2019 Benefits

Molina Medicare Options Plus (HMO D-SNP) H5628-008	Molina Medicare Options (HMO) H5628-009	Molina Medicare Options (HMO) H5628-010
Service Areas: Ada, Bannock, Bingham, Bonner, Bonneville, Canyon, Kootenai, Nez Perce, Twin Falls	Service Areas: Ada, Canyon	Service Area: Twin Falls * Exiting Kootenai County in 2019
\$0 Cost Share Fully Integrated Dual Eligible	\$10 premium	\$45 premium
\$2,500 MOOP	\$6,700 MOOP	\$6,700 MOOP
	\$5 PCP	\$5 PCP
	\$40 Specialist	\$50 Specialist
	Inpatient Hospital: \$290 days 1-6 , \$0 additional days	Inpatient Hospital: \$295= days 1-6, \$0 additional days
	Surgery: \$345 at Ambulatory Surgical Center	Surgery: \$320 at Ambulatory Surgical Center
	Emergency Care \$90	Emergency Care \$90
	30-Day Standard Pharmacy: \$3 / \$9 / \$45 / \$100 / 30%/ \$0 90-Day Mail Pharmacy: \$6 / \$18 / \$90 / \$300 / 30%/ \$0	30-Day Standard Pharmacy: \$2 / \$8 / \$45 / \$100 / 28%/ \$0 90-Day Mail Pharmacy: \$4 / \$16 / \$90 / \$300 / 28%/ \$0
	\$0 Rx Deductible for Tiers 1 & 2 & 6 (\$150 for Tiers 3-5)	\$0 Rx Deductible for Tiers 1 & 2 & 6 (\$250 for Tiers 3-5)
✓ OTC \$60/quarter with carry over	✓ OTC \$32/quarter with carry over	✓ OTC \$55/quarter with carry over
	✓ Dental: \$0 office visit ✓ Preventative: exams, cleanings, x-ray and fluoride	✓ Dental: \$0 office visit ✓ Preventive: exams, cleanings, x-ray and fluoride
✓ Eye Exam & \$100 Eyewear allowance every year	✓ Eye Exam & \$200 Eyewear allowance every 2 years	✓ Eye Exam & \$200 Eyewear allowance every 2 years
	✓ Hearing Exam ✓ \$1000 Hearing aid allowance every year	
✓ 22 one-way rides	✓ 12 one-way rides	
Fitness Coach, Podiatry, Nutrition Counseling, Meals, worldwide emergency, Nursing hotline	Silver & Fit, Nutrition Counseling, worldwide emergency, Nursing hotline, Annual Physical	Silver & Fit, Podiatry, Nutrition Counseling, Worldwide Emergency, Nursing hotline, Annual Physical

Idaho – Network - MMOP



Ada:

- St. Luke's Boise Medical Center
- Treasure Valley Hospital

Canyon:

- St. Luke's

Twin Falls:

- St. Luke's Magic Valley Medical Center

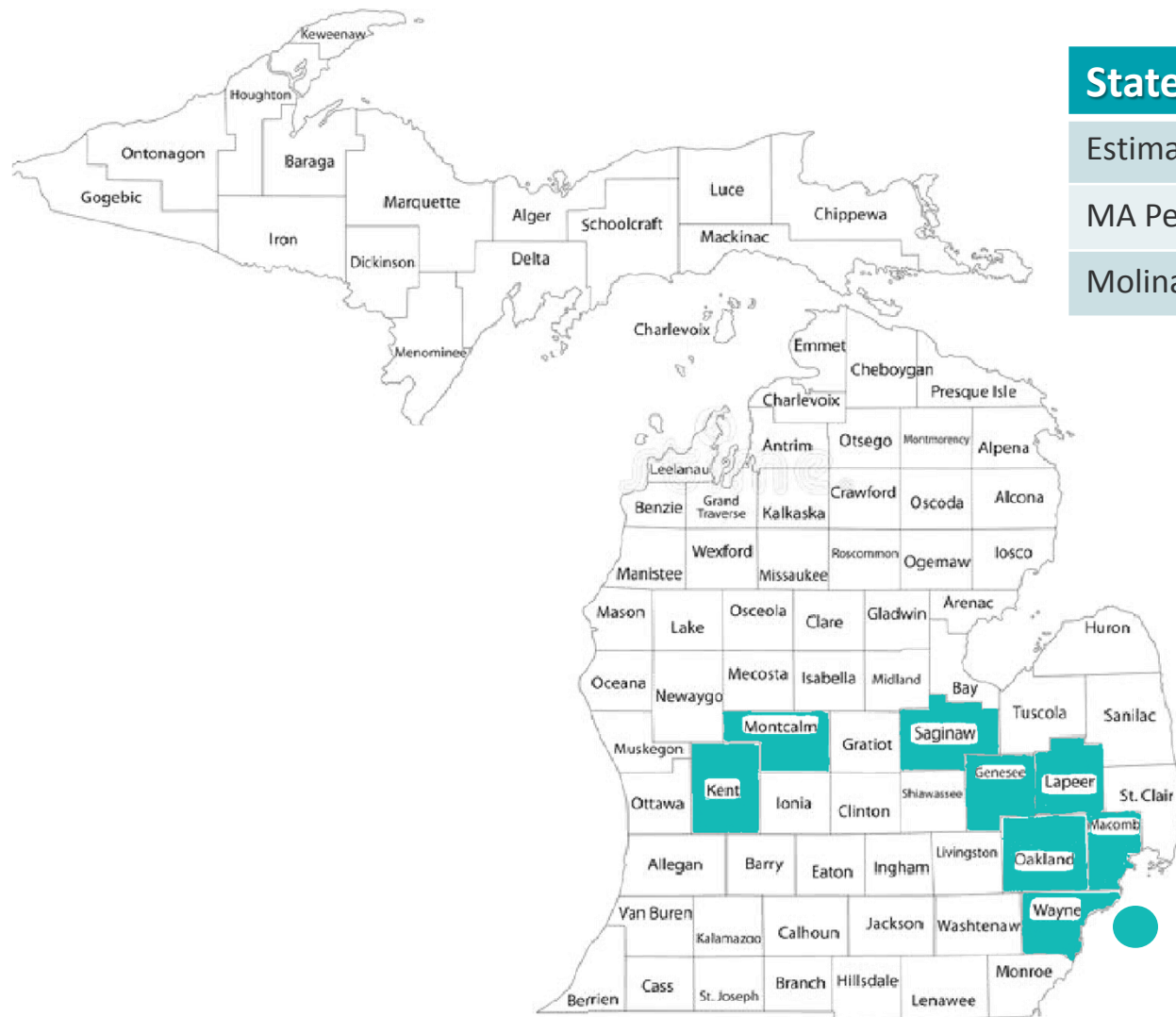
Idaho – Market Highlights



- Entered the market in 2018 – anticipate continued positive momentum in 2019 as a new player in the market
- Molina’s 2019 Plan has much stronger benefits over competitors 2018 offering
 - Both MAPD plans now offer preventative dental
- Multicultural opportunity
 - Hispanic, Vietnamese Community
- Main competitors are UHC, Blue Cross, IHC

Michigan

Medicare Advantage 2019 Service Area



State Landscape

Estimated Dual Eligibles – 166,182

MA Penetration – 23.2%

Molina Market Share – 8.8%

● DSNP Current Footprint

Michigan 2019 Benefits

Molina Medicare Options Plus (HMO D-SNP) H5926-001

Service Areas: Genesee, Kent, Lapeer, Macomb, Montcalm, Oakland, Saginaw, Wayne

- ✓ Accepts all Dual eligibles
- ✓ \$0 for Tiers 1 & 2
- ✓ OTC **\$240/quarter with carryover**
- ✓ Dental: **\$0** office visit
- ✓ **\$1500** maximum every year
- ✓ Preventive: exams, cleanings, x-ray and fluoride
- ✓ Comprehensive: deep cleanings, restorative, extractions
- ✓ Dentures: **Up to the \$1500 annual maximum**
- ✓ Eye Exam
- ✓ \$200 Eyewear allowance every 2 years
- ✓ 22 one-way rides
- ✓ **Fitness Coach**, Podiatry, Nutrition Counseling, Meals, Nursing hotline

Michigan – Network



Genesee:

- Hurley
- Genesys
- McLaren

Kent:

- Spectrum
- St. Mary's
- Metropolitan

Lapeer:

- McLaren Medical Management

Macomb:

- Henry Ford Medical Group
- University Physician Group

Montcalm:

- Spectrum

Oakland:

- Beaumont Professional Services
- Henry Ford Medical Group
- St. Joseph Mercy Health System
- University Physician Group

Saginaw:

- St. Mary's

Wayne:

- Henry Ford Medical Group
- University Physician Group
- VHS Physicians of Michigan
- Detroit Medical Centers, PC
- The Wellness Plan
- Beaumont Professional Services
- St. John Medical Hospital Medical Practice

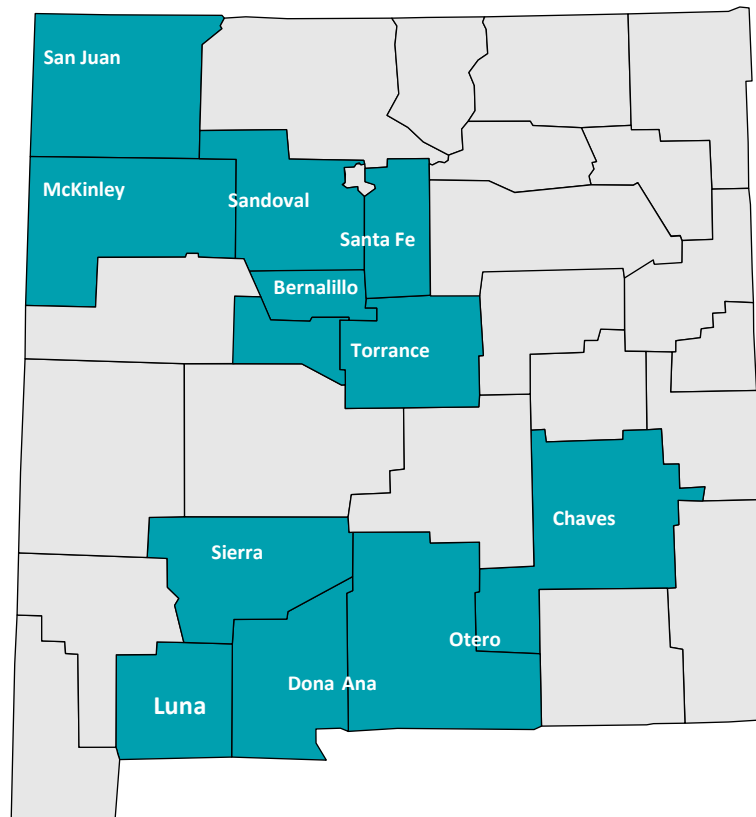
Michigan – Market Highlights



- Molina currently has 369,111 Medicaid members and 11,000 Medicare Options Plus members
- Only 23% of Duals are enrolled in a Dual Medicare Plan
- Molina has 78% of the enrolled Dual Market Share
- Our Medicare Options Plus product has one of the largest networks
- You can enroll Medicare Spend Down members into our D-SNP
- Main competitor is Meridian and United is entering several counties in 2019

New Mexico

Medicare Advantage 2019 Service Area



State Landscape

Estimated Dual Eligibles – 70,831

MA Penetration 25.9%

Molina Market Share – 20%

● DSNP Current Footprint

New Mexico 2019 Benefits

✓ Molina Medicare Options Plus

✓ (HMO D-SNP) H9082-007

✓ Bernalillo, Chaves, Dona Ana, Luna, McKinley, Otero, Sandoval, San Juan, Santa Fe, Torrance, Valencia

✓ Accepts all Dual eligibles

✓ \$0 for Tiers 1 & 2

✓ OTC **\$235/quarter with carryover**

✓ Dental: **\$0** office visit

✓ **\$2500** maximum every year

✓ Preventive: exams, cleanings, x-ray and fluoride

✓ Comprehensive: deep cleanings, restorative, extractions

✓ Dentures: **Up to the \$2500 annual maximum**

✓ Eye Exam

✓ \$150 Eyewear allowance **every year**

✓ 22 one-way rides

✓ FitnessCoach, Podiatry, Nutrition Counseling, Meals, Nursing hotline

New Mexico – Network D-SNP



Bernalillo:

- UNM Hospitals
- Lovelace Westside Hospital
- Lovelace Women's Hospital
- DaVita Hospitals
- Heart Hospital of New Mexico
- 1st Choice Clinics
- Presbyterian Medical Group
- DaVita Medical Group

Chaves:

- Eastern New Mexico Medical Center

Dona Ana:

- Memorial Hospital
- Mountain View Hospital
- Ben Archer Clinics
- La Clinica De Familia

Luna:

- Ben Archer Clinics

McKinley:

- Rehoboth McKinley Christian Hospital

Otero:

- Gerald Champion Hospital
- Ben Archer Clinics

Sandoval:

- DaVita Medical Group
- Presbyterian Medical Group

Santa Fe:

- 1st Choice Clinics
- Presbyterian Medical Group
- Christus St. Vincent Hospital

San Juan:

- IHS
- PMS
- Aztec Family Medicine

Sierra:

- Ben Archer Clinics

Torrance:

- McLeod Family Services
- First Choice Clinics
- PMS

Valencia:

- 1st Choice Clinics
- Presbyterian Medical Group

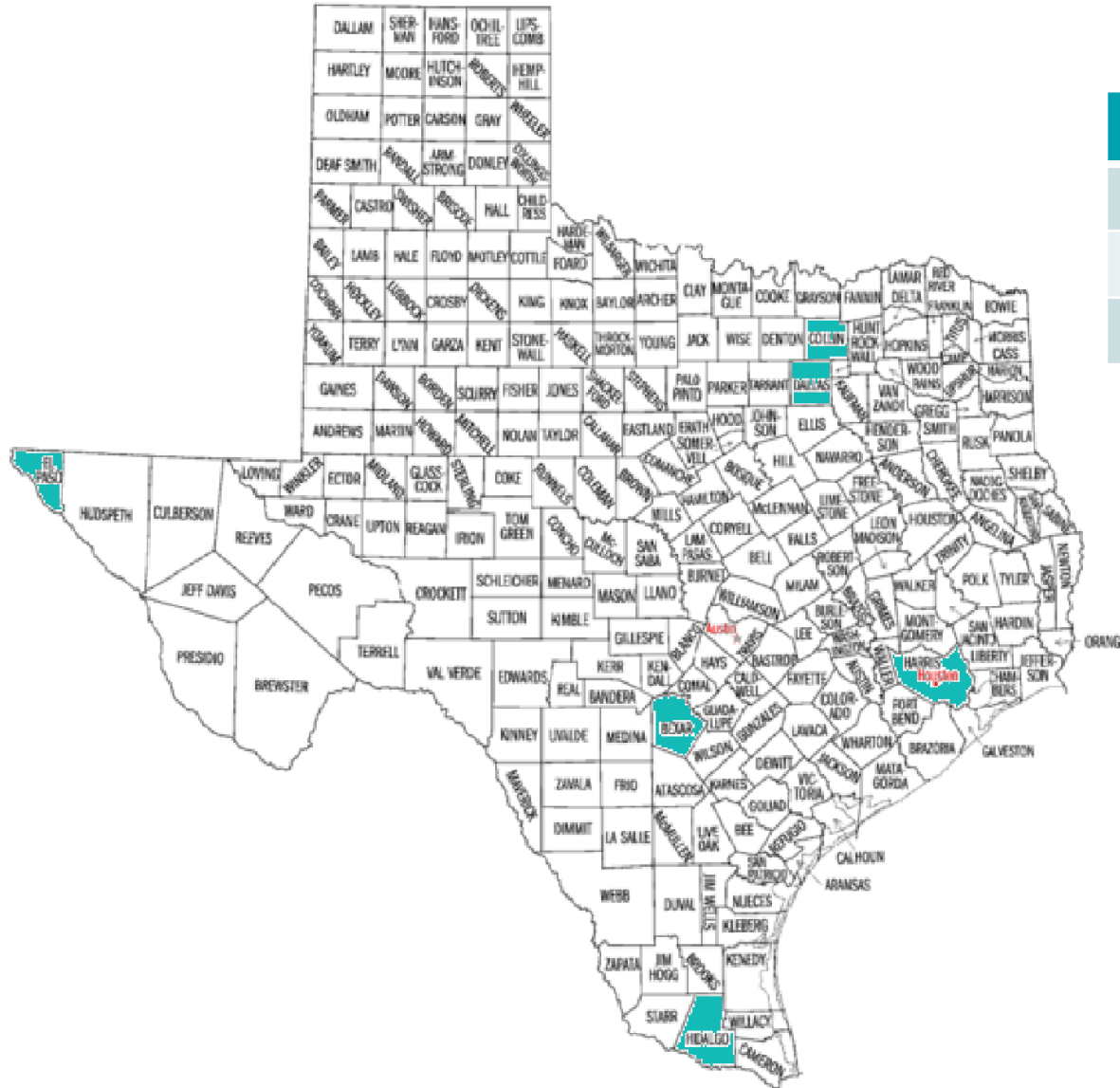
New Mexico – Market Highlights



- Very strong network, only health plan contracted with UNM
- Strong dental network close to adding IHS Dental Clinics
- 12 County DSNP footprint of 70k eligible' s with penetrate on of 46% in Bernalillo and as low as 5% in some of the 12 county area
- Multicultural Opportunity
 - Hispanic Community, Radio and Facebook have been effective in NM
 - Native Americans, Molina provides a Medicaid Traditional Medicine Benefit

Texas

Medicare Advantage 2019 Service Area



State Landscape

Estimated Dual Eligibles – 298,810

MA Penetration – 40.5%

Molina Market Share – 1.51%



DSNP Current Footprint

Texas 2019 Benefits

Molina Medicare Options Plus (HMO D-SNP) H7678-001

Service Areas: Bexar, Collin, Dallas, El Paso, Harris, Hidalgo

✓ \$0 Cost-Share D-SNP

✓ OTC **\$145**/quarter with carry over

✓ Dental: **\$0** office visit

✓ Preventive: exams, cleanings, x-ray and fluoride

✓ Comprehensive: deep cleanings, restorative, extractions,

✓ Endodontics, crowns, bridges: \$1500 maximum every year

✓ Eye Exam

✓ \$200 Eyewear allowance every 2 years

12 one-way rides

Fitness Coach, PERS, Podiatry, Nutrition Counseling, Meals, Worldwide Emergency, Nursing hotline

Texas - Network

DSNP



El Paso-

- Texas Tech University Health Science of El Paso
- UMC of El Paso
- Montwood Family Medical Center
- Salud Y Vida Clinic PA
- Centro De Salud Familiar La Fe

Hidalgo

- Enrique Griego, MD
- Nuestra Clinica Del Valle
- Jose Pena, MD
- Norma Iglesias, MD and Associates
- Monzer Yazji, M and Associates

San Antonio

- University Health System in San Antonio
- **Prospect Health**
- Antonio Cavazos, MD
- St. Luke's Hospital
- Methodist Hospital
- Clay Gruebeck, MD

Harris

- Harris Health System
- Memorial Hermann Hospital
- Clinicas Mi Doctor

Dallas

- Parkland Health System – **Dallas County**
- Methodist
- Clinicas Mi Doctor
- East Dallas Health Center – check QNXT

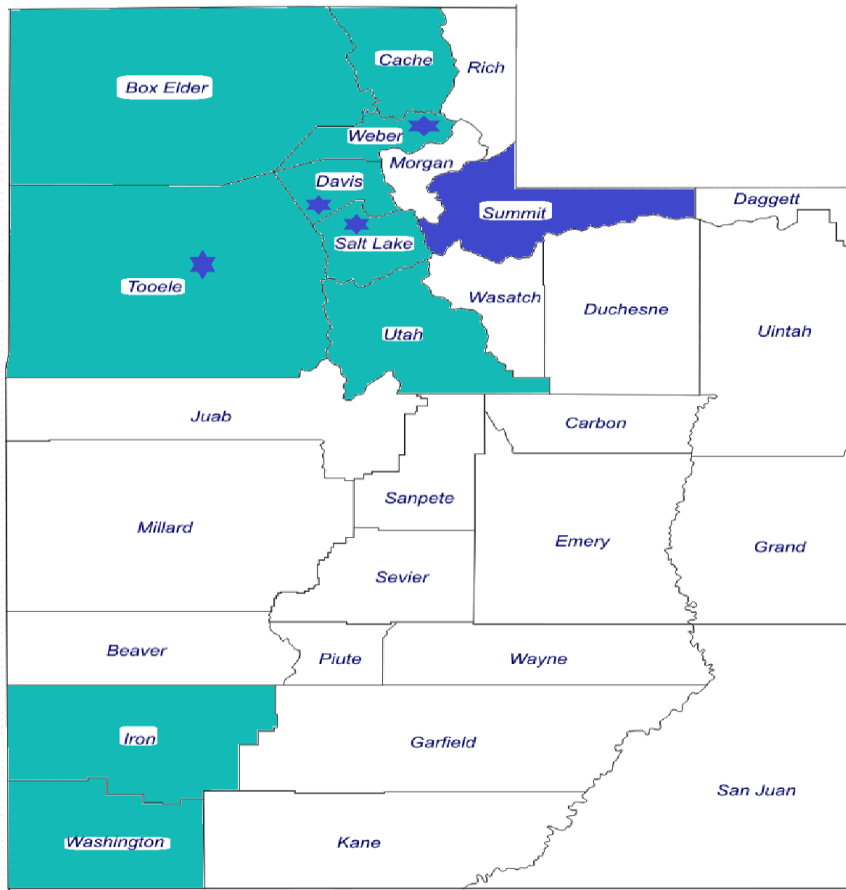
Texas – Market Highlights



- Brokers Compensated on voluntary MMP enrollments
- Large Number of Full Duals in four of the five counties in the service area
- Great Brand awareness based on Medicaid State Contract
- Collin County Low Market penetration
- Main competition is UHC, Anthem, Cigna, Wellcare and Humana

Utah

Medicare Advantage 2019 Service Area



State Landscape

Eligibles – 256,823

Estimated Dual Eligibles – 33,374

DSNP Penetration – 24.8%

MA Penetration - 38.89%

Molina Market Share – 80.77% Options Plus

Molina Market Share - 19.23% Healthy Advantage

● DSNP Current Footprint

★ MAPD Current Footprint

* MAPD expansion in Summit & Tooele
County in 2019

Utah 2019 Benefits

Molina Medicare Options Plus (HMO D-SNP) H5628-001	Molina Healthy Advantage (HMO D-SNP) H5628-006	Molina Healthy Advantage Plus (HMO) H5628-007
Service Areas: Box Elder, Cache, Davis, Iron, Salt Lake, Tooele, Utah, Washington, Weber	Services Areas: Davis, Salt Lake, Utah, Weber	Service Areas: Davis, Salt Lake, Utah, Weber <i>* Expanding to Summit & Tooele County in 2019</i>
Accepts all Dual eligibles	Accepts all Dual eligibles	\$0 premium
\$5,800 MOOP	\$6,250 MOOP	\$5,400 MOOP
		\$0 PCP
		\$40 Specialist
		Inpatient Hospital: \$295 days 1-6, \$0 additional days
		Surgery: \$225 at Ambulatory Surgical Center
		30-Day Standard Pharmacy: \$2 / \$8 / \$45 / \$100 / 33%/\$0 90-Day Mail Pharmacy: \$4 / \$16 / \$90 / \$300 / 33%/\$0
\$0 for Tiers 1 & 2	\$0 for Tiers 1 & 2	\$0 Rx Deductible
✓ OTC \$100/quarter with carry over	✓ OTC \$75/quarter with carry over	✓ OTC \$50/quarter with carry over
✓ Dental: \$2000 maximum every year	✓ Dental: \$1500 maximum every year	✓ Benefits embedded in the plan, no additional premium
✓ Preventive: exams, cleanings, x-ray and fluoride	✓ Preventive: exams, cleanings, x-ray and fluoride	✓ Dental: \$1500 maximum every year
✓ Comprehensive: deep cleanings, restorative, extractions, crowns, root canals	✓ Comprehensive: deep cleanings, restorative, extractions, crowns, root canals	✓ Preventive: exams, cleanings, x-ray and fluoride
✓ Dentures: \$0 for up to \$2000 annual maximum	✓ Dentures: up to the \$1500 annual maximum	✓ Comprehensive: deep cleanings, restorative, extractions, crowns, root canals
✓ Eye Exam	✓ Eye Exam	✓ Dentures: up to the \$1500 annual maximum
✓ \$150 Eyewear allowance every year	✓ \$150 Eyewear allowance every year	✓ Eye exam
✓ Hearing Exam	✓ Hearing Exam	✓ \$200 Eyewear allowance every 2 years
✓ \$1000 Hearing aid allowance every 2 years	✓ \$1000 Hearing aid allowance every 2 years	
✓ 48 one-way rides	✓ 48 one-way rides	
✓ Supplemental Chiropractic and Acupuncture: \$0 for 20 visits per year		
Fitness Coach, Podiatry, Nutrition Counseling, Meals, Nursing hotline, Remote Access Technology	Fitness Coach, Podiatry, Nutrition Counseling, Meals, Nursing hotline, Remote Access Technology	Silver & Fit, Nutrition Counseling, worldwide emergency, Nursing hotline, Remote Access Technology, Annual physical

Utah – Network (MMOP)



Box Elder:

- IHC Intermountain Healthcare
- HCA – MountainSTAR

Cache:

- IHC Intermountain Healthcare

Davis:

- IHC Intermountain Healthcare
- HCA – MountainSTAR
- IASIS

Iron:

- IHC Intermountain Healthcare

Salt Lake:

- IHC Intermountain Healthcare
- HCA – MountainSTAR
- IASIS

Tooele:

- IHC Intermountain Healthcare

Utah:

- HCA – MountainSTAR
- IASIS

Washington:

- IHC Intermountain Healthcare

Weber:

- IHC Intermountain Healthcare

Utah – Network (Healthy Advantage Plus- MAPD)



- University of Utah Healthcare
- HCA - MountainSTAR
- IASIS

Utah – Marketing Highlights



MAPD –

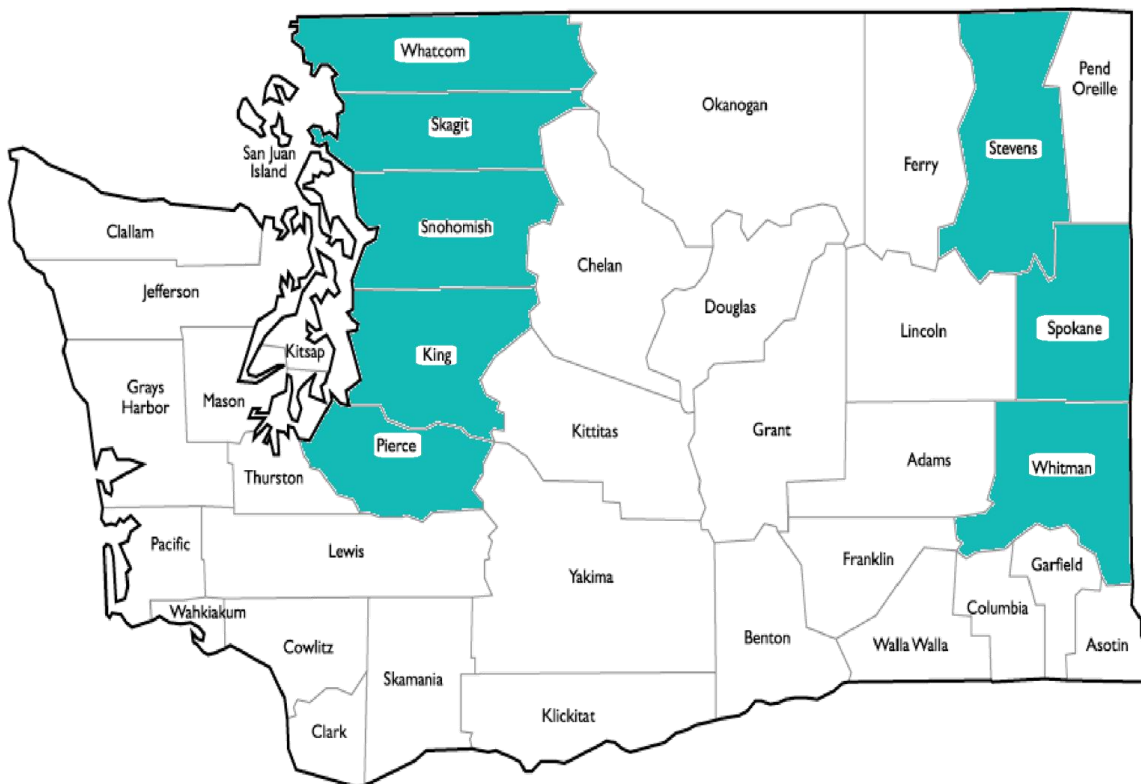
- Partnership with Healthy U which has strong branding and a reputation of trust
- Heavy marketing by the University provides additional lift to support to our Medicare products
- The network includes HCA and Iasis in addition to the University

SNP –

- Only SNP in the market, as the only other option is FFS
- Network includes all the major providers

Washington

Medicare Advantage 2019 Service Area



State Landscape

Estimated Dual Eligibles - 117,223

MA Penetration – 24.2%

Molina Market Share – 27.80%

● DSNP Current Footprint

* Non-renewal of MAPD in 2019

Washington 2019 Benefits



Molina Medicare Options Plus (HMO D-SNP) H5823-006

Service Areas: King, Pierce, Skagit, Snohomish, Spokane, Stevens, Whatcom, Whitman

- ✓ Accepts all Dual eligibles
 - ✓ \$0 / \$0 / \$29/ 45% / 25%
 - ✓ OTC \$155/quarter with carry over
 - ✓ Dental: **\$2000** maximum every year
 - ✓ Preventive: exams, cleanings, x-ray and fluoride
 - ✓ Comprehensive: deep cleanings, restorative, extractions, endodontics, crowns, root canals
 - ✓ Dentures: Up to **\$2000 coverage annual maximum**
 - ✓ Eye Exam & \$200 Eyewear allowance every 2 years
 - ✓ Hearing Exam & \$1000 for Hearing aids every 2 years
 - ✓ **Chiropractic/Acupuncture: \$0 for 20 visits/year**
 - ✓ **48** one-way rides
 - ✓ Fitness Coach, Podiatry, Nutrition Counseling, Meals, Worldwide Emergency, Nursing hotline
- **Exiting MAPD in Pierce County**
 - **Consolidating D-SNP Plan 007 with 006**

Washington – Network



King:

- Franciscan Health System
- Multicare Health System
- University of Washington
- SeaMar
- Swedish/Providence Health
- NeighborCare
- Concerto
- Highline Medical Services Organization

Pierce:

- Franciscan Health System
- Multicare Health System
- SeaMar
- Community Health
- Concerto

Skagit:

- SeaMar
- PeaceHealth
- Family Care Network

Snohomish:

- University of Washington
- SeaMar
- Community Health
- Swedish/Providence Health

Spokane:

- Columbia Medical Associates
- Community Health Association of Spokane (CHAS)
- Providence Health System
- Rockwood Clinic
- Yakima Valley Farm Workers (Unified Healthcare)

Stevens:

- Providence Health System
- Northeast Physicians

Whatcom:

- SeaMar
- PeaceHealth
- Family Care Network

Whitman:

- Providence Health System
- Rockwood Clinic
- Palouse Regional
- Whitman Medical Group
- Pullmans Family Medicine

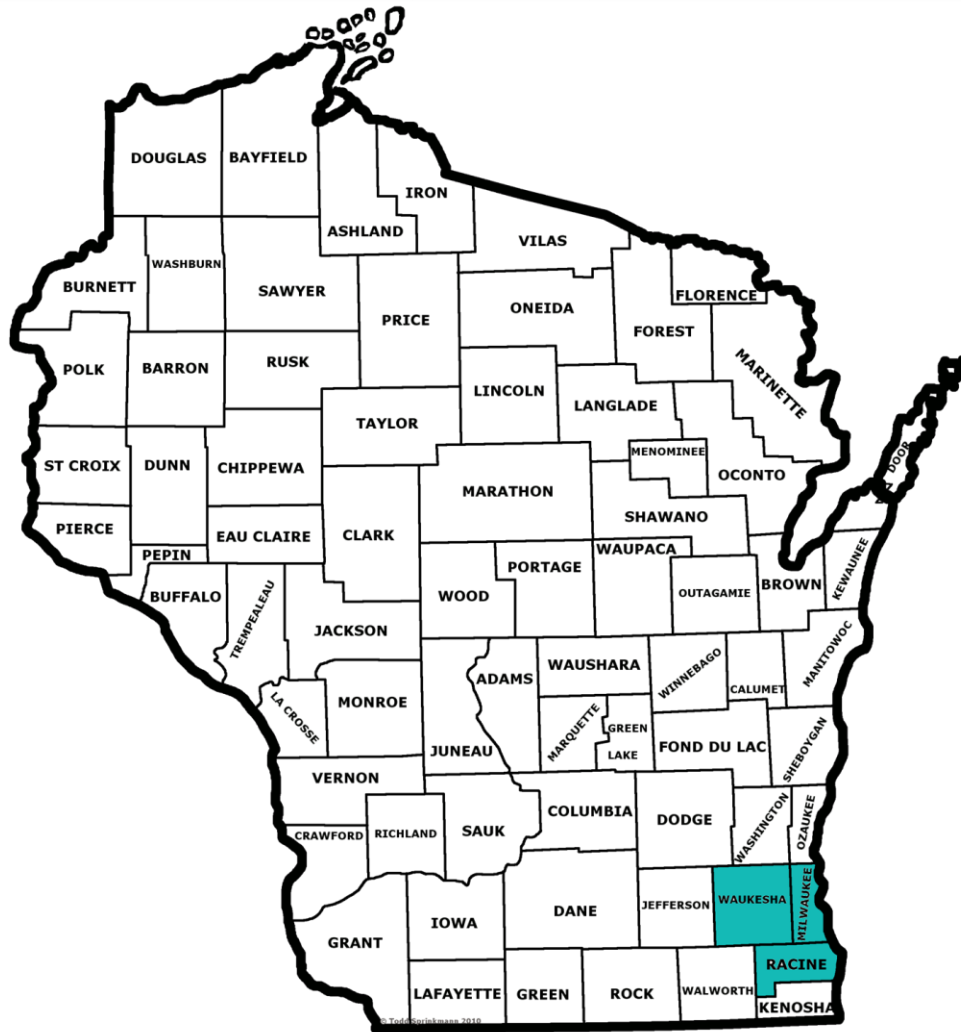
Washington – Marketing Highlights



- Molina has a positive relationship with providers
- Largest Medicaid Company in WA (If they are dual good chance they have had Molina for Medicaid)
- Largest Provider Network for the D-SNP market
- Excellent relationships with CBO's, Low Income Housing, Senior Centers, Food Banks, Senior Housing
- Multicultural Opportunity
 - Large Russian, Asian and Hispanic Communities
- Main competitor is UHC

Wisconsin

Medicare Advantage 2019 Service Area



State Landscape

Estimated Dual Eligibles – 52,061

MA Penetration – 43.11%

Molina Market Share – 5.59%



DSNP Current Footprint

Wisconsin 2019 Benefits

Molina Medicare Options Plus (HMO D-SNP) H2879-001

Service Areas: Milwaukee, Racine, Waukesha

✓ Accepts all Dual eligibles

✓ \$0 for Tiers 1 & 2

✓ OTC \$200/quarter with carry over

✓ Dental: **\$2500** maximum every year

✓ Preventive: exams, cleanings, x-ray and fluoride

✓ Comprehensive: deep cleanings, restorative, extractions, endodontics, crowns, root canals

✓ Dentures: **up to the \$2500 annual Maximum**

✓ Eye Exam

✓ \$150 Eyewear allowance every year

✓ Hearing Exam

✓ \$2500 Hearing aid allowance every 3 years

50 one-way rides

Fitness Coach, Podiatry, chiropractic services, Nutrition Counseling, Meals, Nursing hotline

Wisconsin – Network



Milwaukee:

- Aurora
- Wheaton
- Columbia St. Mary's

Racine:

- Aurora
- Wheaton
- Columbia St. Mary's

Waukesha:

- Aurora
- Wheaton
- Columbia St. Mary's

Wisconsin – Marketing Highlights



- Molina currently has approximately 46,000 Medicaid members in our Wisconsin Medicare service areas and 1,000 Medicare Options Plus members
- Only 33% of Duals are enrolled in a Dual Medicare Plan
- Molina has 6% of the enrolled Dual Market Share
- Our Medicare Options Plus product has a good network
- Our main competitors are United and iCare